

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01060 250405Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----250543 037106 /15

R 241030Z FEB 77
FM AMEMBASSY KUWAIT
TO USDOC WASHDC
INFO AMEMBASSY ABU DHABI
AMEMBASSY ATHENS
AMEMBASSY DAMASCUS
SECSTATE WASHDC 7367

UNCLAS KUWAIT 1060

USDOC FOR BIC/SAD FOR WANDA ALE

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP KU
SUBJECT: U.S. PETROCHEMICAL TRADE MISSION

REF: USDOC 02620

1. EIGHT SINGLE ROOMS AND ONE EXECUTIVE SUITE RESERVED
AT KUWAIT HILTON FOR MAY 2, 3, AND 4.

2. RE REFTTEL PARA 3 (B): IT IS NOT A CUSTOMARY BUSINESS
PRACTICE IN KUWAIT FOR BUSINESSMEN AND GOVERNMENT OFFICIALS
TO LEAVE THEIR OFFICES FOR APPOINTMENTS, ESPECIALLY IN
HOTEL MEETING ROOMS. MISSION MEMBERS WOULD HAVE GREATER
SUCCESS WITH BOTH CONTACTS AND INFORMATION GATHERING BY
PAYING PERSONAL CALLS ON INDIVIDUAL FIRMS AND MINISTRIES.
CONFERENCE ROOMS AT KUWAIT HILTON HAVE MINIMUM SEATING
CAPACITY OF 50. USUAL TRADE MISSION PRACTICE IS TO USE
TRADE MISSION LEADER'S SUITE AS BIC (BUSINESS INFORMATION
CENTER), STAFFING IT WITH A SECRETARY TO HANDLE TYPING,
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ADDITIONAL APPOINTMENTS, AND BUSINESS MESSAGES. EMBASSY
NOT, THEREFORE, RESERVING HOTEL CONFERENCE ROOM.

3. CONTACT LIST HAS BEEN PREPARED. FOR MISSION TO BE
SUCCESS, IT IS ABSOLUTELY ESSENTIAL THAT SPECIFIC INFORMATION
ON MISSION MEMBERS, PRODUCT LINES AND BUSINESS OBJECTIVES
REACH POST WELL IN ADVANCE OF MISSION'S ARRIVAL SO THAT

PROPER TARGETING OF CONTACTS CAN BE CARRIED OUT. MARKET
POTENTIAL FOR FIRM'S PRODUCTS/SERVICES CAN ONLY BE DETERMINED
BY INQUIRY BASED ON ABOVE INFORMATION.

4. WISH REMIND USDOC THAT POUCH TO KUWAIT CAN TAKE
2 TO 3 WEEKS. MATERIAL NECESSARY TO PUBLICIZE THIS MISSION
SHOULD BE POUCHED
TO KUWAIT BY APRIL ONE AT VERY LATEST.
APPARENT DISREGARD FOR THIS FACT LED TO SEMINAR PAPERS AND
OTHER MATERIAL FOR RECENTLY COMPLETED EDP SEMINAR ARRIVING
AT EMBASSY DAY AFTER EDP TEAM LEFT.

5. DOES MISSION EXPECT TO GIVE RECEPTION DURING VISIT TO
KUWAIT? IF SO PLEASE ADVISE (WITH FISCAL DATA) SO
EMBASSY MAY MAKE RESERVATIONS.

6. WOULD APPRECIATE RECEIVING BASIC 76 CABLE OUTLINING
THIS TRADE MISSION'S ORGANIZATION AND GOALS, CABLE NOT
AVAILABLE HERE.

7. CONTROL OFFICER IS COMMERCIAL OFFICER ROBERT ATCHESON.
MAESTRONE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 24-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977KUWAIT01060
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770065-0372
Format: TEL
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770214/aaaaamdk.tel
Line Count: 84
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 8a6cc1bf-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 01-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3243218
Secure: OPEN
Status: NATIVE
Subject: U.S. PETROCHEMICAL TRADE MISSION
TAGS: BEXP, KU
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/8a6cc1bf-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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